

Message Text

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PAGE 01 BONN 06485 101919Z

ACTION EUR-12

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FM AMEMBASSY BONN

TO USDOC WASHDC

INFO SECSTATE WASHDC 7508

AMCONSUL FRANKFURT

AMCONSUL HAMBURG

AMCONSUL STUTTGART

UNCLAS BONN 06485

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: ADS REQUEST - P. FACTOR INTERNATIONAL, GLENCOE,

ILL.

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

CHADUK GMBH

-ZUBEHOERHANDEL-

BOSCHSTRASSE 9

D-8047 KARLSFELD

CONTACT: MISS KARIN JANOVSKY, IMPORT MANAGER

PHONE: 08131/95081

COMMENT: COMPANY ESTABLISHED IN 1975, EMPLOYS 11
PERSONS AND HAS ANNUAL SALES OF DM 18 MILLION. SALES
AREA INCLUDES ALL EUROPE. ENJOYS AN EXCELLENT
REPUTATION. SOUND FINANCES. CONSIDERED TO BE A
SUITABLE BUSINESS PARTNER.

FIRMA MAC HEINLEIN

U.S. AUTO-HANDEL

FAFNERSTR. 2

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PAGE 02 BONN 06485 101919Z

D-8000 MUENCHEN 19

CONTACT: HERR MAC HEINLEIN, MANAGER

PHONE: 089/172174 AND 089/17811248

COMMENT: FIRM ESTABLISHED IN 1974, EMPLOYS 4 PERSONS
AND IS SAID TO HAVE SATISFACTORY SALES. (SALES IN 1977
AMOUNTED DM 1.8 MILLION) MR. HEINLEIN ENJOYS A GOOD
REPUTATION AS BUSINESSMAN.

FRITZ TROST GMBH U. CO. KG

POSTFACH 506

D-7000 STUTTGART 60

CONTACT: HERR OESTERLE

PHONE: 0711-40131

COMMENT: COMPANY STATED THAT MARKET FOR THESE PRODUCTS IS LIMITED BECAUSE FORD AND GENERAL MOTORS DEALERS IN GERMANY ARE BOUND TO BUY PARTS FROM THESE U.S. COMPANIES. TROST IS A LARGE DEALER IN AUTOMOTIVE PARTS AND ACCESSORIES AND LOOSELY AFFILIATED WITH THE ROBERT BOSCH COMPANY IN STUTTGART. MARKETING TERRITORY WOULD INCLUDE ENTIRE FRG. COMPANY EMPLOYS 250 AND ENJOYS A GOOD REPUTATION.

AMCONSUL FRANKFURT COMMENT: NOBODY IN FRANKFURT AREA INTERESTED IN THIS PROPOSAL. THERE ARE LESS THAN 100,000 U.S.-MADE CARS LICENSED THROUGHOUT THE FEDERAL REPUBLIC (OFFICIAL ESTIMATE, EXACT FIGURE NOT EVEN AVAILABLE), AND DEALERS HERE STATED THAT THEY VERY RARELY HAVE TO REPLACE A STARTER OR ALTERNATOR IN ANY ONE OF THEM SINCE THESE COMPONENTS DO NOT BREAK DOWN OFTEN.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL
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PAGE 03 BONN 06485 101919Z

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NNN

Message Attributes

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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Date: 01 jan 1960
Disposition Event:
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Subject: ADS REQUEST - P. FACTOR INTERNATIONAL, GLENCOE, ILL. THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY
TAGS: BEXP, GE
To: COM
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